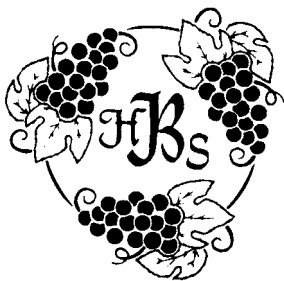


SINCE 1982



Herb Barber & Sons

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NEWSLETTER NO. 32

March 2006

This is a short report on the Concord Grape industry and market. If you have no interest in Concord, please view the products we handle described on pages 3 and 4. We are industrial food brokers/traders specializing in fruit juices, concentrates, purees, essences, frozen, dried and powdered fruits and nuts. Please check our website, www.herb-barber-sons.com, and learn more about us and the services we can offer you. It would be our pleasure to work with you.

The **2005 Concord** harvest in the US produced an amazing 563,160 tons, 83,460 tons or 17% more than the previous record high tonnage of 479,700 produced in 1999. Normally a large crop is associated with below average quality but 05 was an exception. All of the production areas saw well above average yields per acre and average to above average quality, as well. The juice and concentrate produced from this crop are of very good quality and are being offered at reduced prices to move the volume.

Eastern cash buyers reduced their prices paid growers only slightly from last year but they were the lowest in 10 years. Washington processors paid growers the lowest price since the 60's.

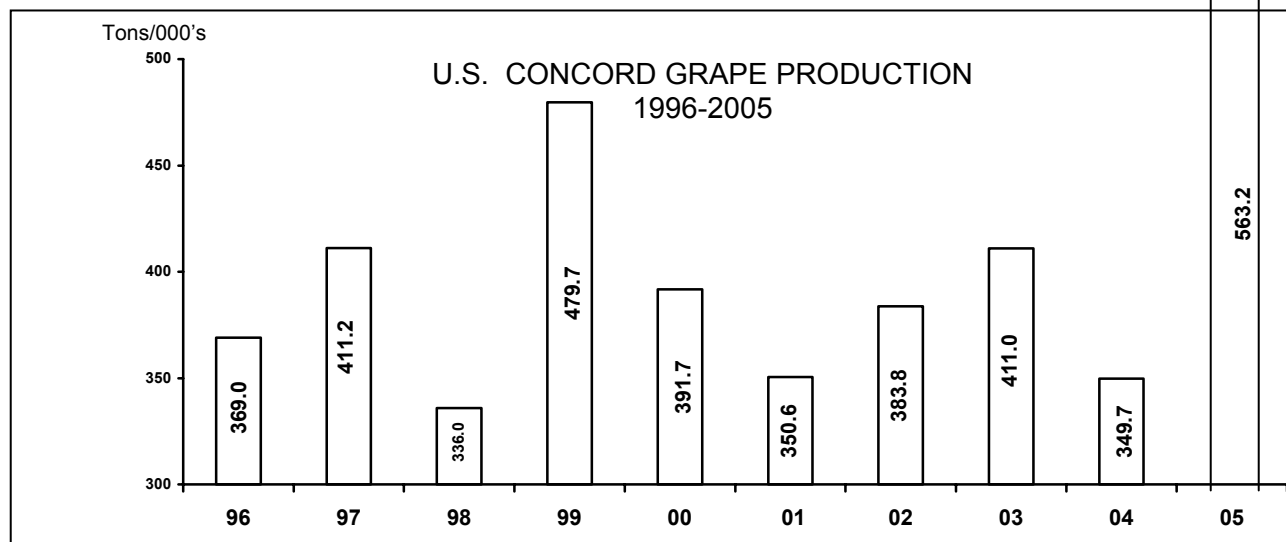
No losses to fall freezes were reported even though the harvest took longer than usual.

Prices of Concord juice and concentrate opened at their lowest levels since we started recording them in 1984. This was done to move the huge crop and should encourage processors who had reduced or eliminated Concord from their formulas to switch back. The prices for red grape concentrate from California and South America are now close to or higher than the price of Concord.

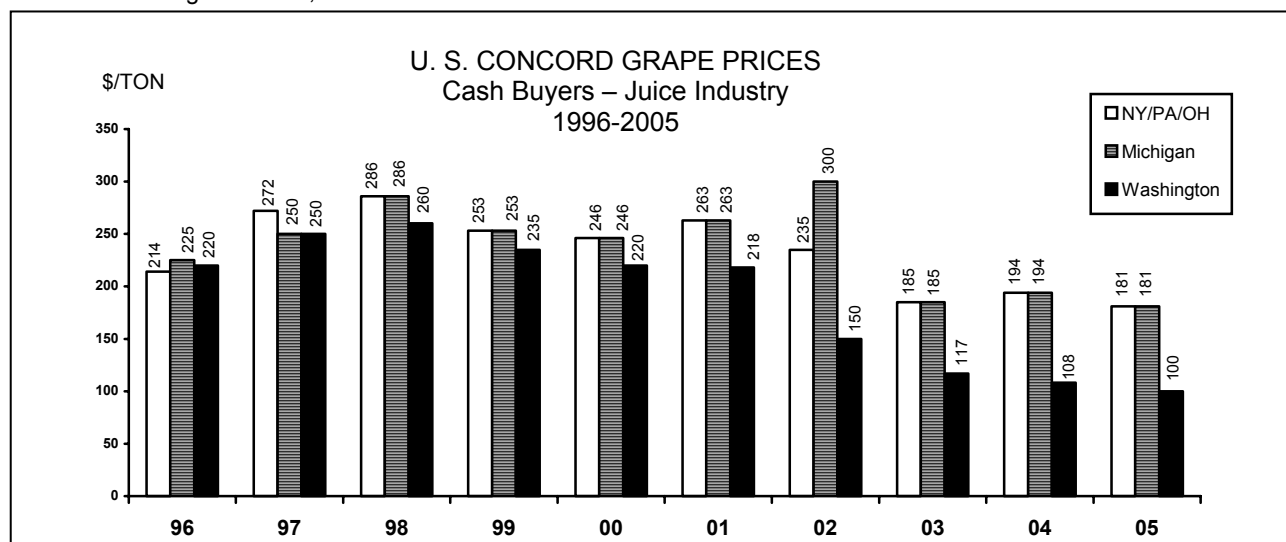
No winter injury has occurred as of early March and prospects for the 06 crop are at about average in all 3 growing areas. However, there is no ice in Lake Erie due to a mild winter which increases the threat of spring frosts in the major Eastern Concord growing area.

Ontario: The Concord crop was off 25% from last year and grower prices were down slightly.

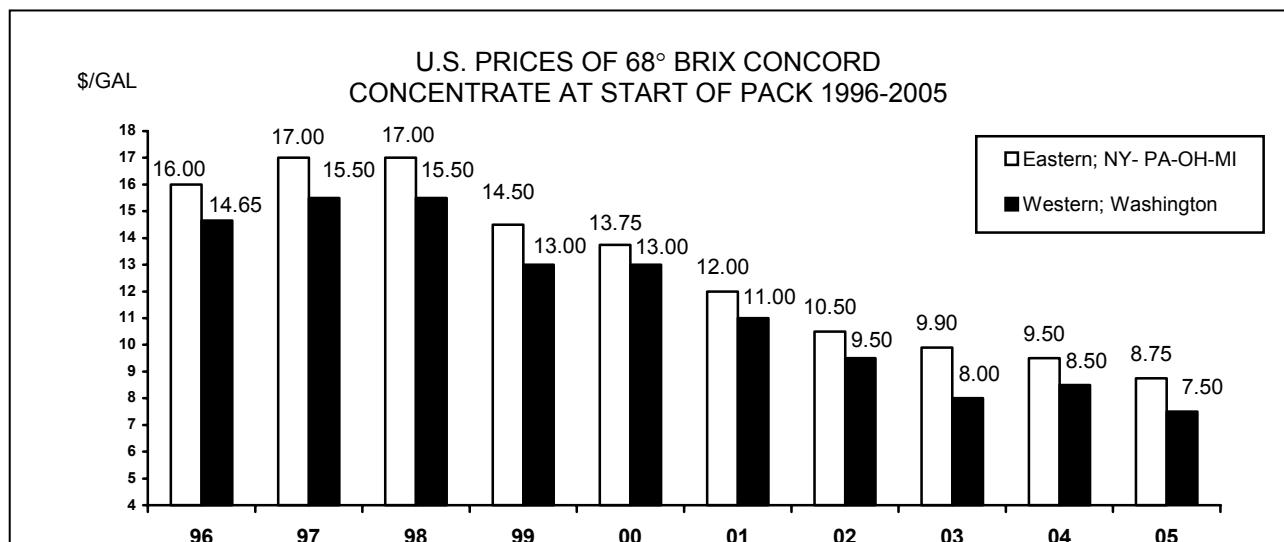
Brazil: Harvest is underway with estimates of a 40% reduction in yields due to drought and hail damage. The grower price is not set yet.



The '05 crop was the largest in history even with no increase in acreage. Prior to 05 the 10 year average was 395,980.



Prices paid growers dropped slightly in the East but hit bottom (?) in the west. Growers are very concerned.



Concords were over priced vs red and white grape concentrates commencing in 1996 causing the 10 year slide due to reduced demand. 05 prices reflect the need to sell the huge crop and to entice end users to use more Concord in their products.

MAJOR PRODUCT GROUPS

Domestic & Imported Industrial Ingredients

Grapes

- Freshly harvested, nfc single strength juices, purees, concentrates or powders
- Concord, Niagara, many other varieties of Labrusca and Hybrid
- Vinifera juices and concentrates from Canada, California and S. America

Other Fruit & Berry Juices, Purees, Concentrates and Powders

- Most varieties from Apple to Cranberry to Pomegranate to Watermelon

Frozen and Dried Fruits and Berries

- Block frozen, Juice stock to Grade A, IQF, Dried

Concord grape essence – Always in warehouse

RECENT ADDITIONS TO OUR LINES

- Organic Noni, Borojo; exotic health food products from Panama
 - Nfc juices, purees, concentrates and powders
 - Noni leaves
- Exotic tropical marmalades from Panama - need distributors
- Dried fruit purees and butters from California
- Crushed Citrus pulp from Florida
- Vinifera grape concentrates from Brazil – first time ever
- Crushed grape seeds/grape seed oil from Brazil

Please study our Ingredient Listing on page 4 and monitor our website,
www.herb-barber-sons.com for special offers and new product lines.

Used and New Plastic Harvesting Lugs for Field and Factory

- A sideline for us
 - Excellent buy on sound, used Can-Am lugs – save up to 63%
 - Ask for delivered prices on new Ropak lugs
 - Request brochures on both used and new or check our website
-

We will be pleased to help you find ingredients you need or help you locate new customers for your industrial products.

Herb / Van / Sue

INGREDIENT LISTING

INDUSTRIAL FOOD BROKERS/TRADERS

Specializing in fruit juices and concentrates, freshly harvested and frozen fruits, fruit purees, fruit essences, dried or powdered fruits and nuts

GRAPES

Concord
Concord/Red or
White Blends
Concord Type
Most Wine Varietals
Muscat
Niagara
Red Grape
- all colors
White Grape
- standard &
deionized

OTHER FRUITS

Acerola, Apple
Apricot, Banana
Cherry
- RSP/Dark Sweet
Grapefruit, Guava
Honeydew, Kiwi
Lemon, Lime, Mango
Orange, Papaya
Passionfruit
Peach, Pear
Pineapple, Plum
Pomegranate
Prune, Tomato
Watermelon

BERRIES

Aronia
Blackberry
- Evergreen/Marion
Blueberry
Boysenberry
Cranberry
Currant
- Black/Red
Elderberry
Loganberry
Raspberry
- Black/Red
Sloebery
Strawberry

FRUIT ESSENCES

The full line of grape, fruit and berry essences; standard and high fold

DRIED FRUITS

Apples, Apricots, Bananas, Cherries, Dates, Figs, Nectarines,
Oranges, Peaches, Pears, Plums, Prunes, Raisins and Mixed Fruit

NUTS

Almonds, Brazils, Cashews, Filberts, Macadamias, Peanuts,
Pecans, Pinenuts, Pistachios, Walnuts, Sunflower Kernels and Mixed Nuts

ORGANIC NONI & BOROJO JUICES, PUREES, CONCENTRATES AND POWDERS

Products of Panama – Several other organic, tropical fruits available

CRUSHED GRAPE SEED/GRAPE SEED OIL FROM BRAZIL

DRIED FRUIT PUREES AND BUTTERS

EXOTIC TROPICAL MARMALADES

ORGANIC HONEY & MOLASSES

Most of the above products may be offered KOSHER; many are ORGANIC

Contact us to discuss your requirements or offers of sales!